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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 1, February 1985

MIDWESTERN REGION (MCPA)

University of Akron
Case Western Reserve University
University of Chicago - Graduate School of Business
Cleveland State University
University of Detroit
Illinois Institute of Technology
University of Illinois at Chicago
University of Illinois - Commerce and Business
University of Illinois - College of Engineering
Indiana University
Iowa State University - Engineering
Iowa State University - Sciences and Humanities
University of Iowa
University of Iowa - Engineering
University of Kansas - College of Arts
University of Kansas - College of Business
University of Kansas - College of Engineering
Michigan State University
Michigan Technological University
University of Michigan - Ann Arbor-College of Engineering
University of Michigan - Ann Arbor-Graduate School of Business
University of Michigan - Dearborn
University of Minnesota - School of Management
University of Missouri - Columbia-College of Engineering
University of Missouri - Rolla
University of Missouri - St. Louis
University of North Dakota
Northwestern University
Northwestern University - Kellogg Graduate School
Ohio State University - College of Administrative Science
Ohio State University - College of Arts and Science
Ohio State University - College of Engineering
Ohio University
Purdue University
Southern Illinois University - Carbondale
Southern Illinois University - Edwardsville
University of Toledo
Wayne State University
University of Wisconsin - Madison-College of Agriculture
University of Wisconsin - Madison-College of Arts
University of Wisconsin - Madison-College of Business
University of Wisconsin - Madison-College of Engineering

The 187 placement offices at the 163 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed above comprise the Midwestern region.

The data are based on salary offers made to students graduating between September 1, 1984, and August 31, 1985. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (January 5 through February 1) and cumulatively (September 1 through February 1). The block tables contain data for the interim period only.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/5/85 THROUGH 2/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 2/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	288	739	$1693	$1695	$1800	$1667	$1625[†]	900	2423	$1639	$1669	$1750	$1667	$1550
Business—General (incl. Mgmt.)	47	138	1635	1561	1917	1625	1250	239	773	1586	1580	2000	1583	1225
Marketing & Distribution	21	55	1555	1522	1929	1583	1200	195	471	1523	1530	1833	1500	1166
HUMANITIES & SOCIAL SCIENCES														
Humanities	11	52	1402	1379	*	*	*	73	189	1295	1340	2000	1167	750
Economics[2]	1	8	1333	1495	*	*	*	27	81	1361	1470	1667	1416	833
Other Social Sciences	8	31	1760	1453	*	*	*	53	237	1365	1350	2083	1250	833
ENGINEERING														
Aeronautical	18	34	2268	2269	*	*	*	48	116	2226	2187	2400	2233	2100
Chemical	58	145	2322	2367	2500	2400	1995	184	440	2355	2356	2490	2400	2208
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	24	60	2003	2022	2375	2029	1635	124	298	1909	1940	2300	1892	1635
Electrical (incl. Computer Engrg.)	246	648	2301	2267	2470	2323	2150	948	2322	2288	2240	2451	2321	2090
Geological	4	7	2462	2315	*	*	*	9	18	2324	2312	*	*	*
Industrial	36	70	2169	2154	2375	2200	1928	177	302	2174	2156	2417	2208	1860
Mechanical	164	372	2323	2285	2500	2340	2150	545	1299	2282	2226	2476	2300	2083
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	10	20	2293	2316	*	*	*	41	67	2287	2256	2450	2285	2083
Mining	+	1	+	2470				5	11	2158	2100	*	*	*
Nuclear (incl. Engrg. Physics)	2	6	2341	2276	*	*	*	15	27	2291	2233	*	*	*
Petroleum	7	58	2559	2704	*	*	*	22	162	2671	2678	2875	2775	2400
Engineering Technology	18	72	2086	2122	*	*	*	37	227	2236	2137	2500	2200	1906
SCIENCES														
Agricultural Sciences	1	13	1500	1435	*	*	*	19	62	1395	1439	*	*	*
Biological Sciences	+	6	+	1365				13	32	1597	1466	*	*	*
Chemistry	10	17	1898	1939	*	*	*	20	36	1927	1846	2083	1833	1581
Computer Science	59	255	2084	2099	2425	2120	1650	319	897	2012	2041	2340	2050	1650
Health (Medical) Professions	+	4	+	1451				64	76	1903	1869	2333	1833	1500
Mathematics	1	12	2252	1960	*	*	*	10	54	1863	1994	*	*	*
Other Physical & Earth Sciences	+	8	+	1639				6	43	1805	1804	*	*	*
Totals	1034	2831						4093	10663					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
[†] The 50th and 10th percentiles are close in value because of a clustering of offers.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/5/85 THROUGH 2/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 2/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	294	765	$1706	$1699	$1833	$1667	$1625	913	2493	$1665	$1671	$1765	$1667	$1550
Business Administration	31	77	1540	1560	1850	1510	1250	173	500	1548	1553	1915	1560	1100
Communications	5	24	1369	1608	*	*	*	27	110	1125	1310	2000	960	720
Community & Service Orgs. Work	1	7	1200	1357	*	*	*	20	41	1490	1396	2500	1380	870
EDP-Programming/Systems	72	298	2078	2103	2416	2120	1680	329	980	2039	2060	2350	2063	1667
Engineering	560	1387	2289	2281	2480	2325	2050	2042	4945	2268	2236	2467	2300	2000
Farm & Natural Resources Mgmt.	1	3	1500	1466	*	*	*	13	30	1296	1432	*	*	*
Finance & Economics	8	34	1791	1561	*	*	*	51	207	1649	1613	2000	1625	1166
Health (Medical) Services	2	9	1450	1386	*	*	*	69	91	1877	1787	2333	1792	1500
Manufacturing &/or Industrial Oprs.	9	38	2232	2107	*	*	*	60	145	2061	2049	2425	2167	1545
Mathematics/Statistics	2	4	2376	1930	*	*	*	6	40	2136	1964	*	*	*
Merchandising/Sales Promotion	9	62	1563	1383	*	*	*	151	418	1470	1426	1800	1300	1166
Personnel/Employee Relations	+	8	+	1284				10	34	1549	1592	*	*	*
Research—Non-Scientific	+	9	+	1797				6	36	1801	1848	*	*	*
Research—Scientific	7	28	1847	1998	*	*	*	34	106	1809	1956	2333	1879	1300
Rotational Training—Non-Technical	5	11	1439	1501	*	*	*	27	84	1326	1472	1625	1375	900
Rotational Training—Technical	3	6	2400	2360	*	*	*	11	26	1948	1991	*	*	*
Sales—Non-Technical Degree	24	51	1655	1570	2416	1592	1200	135	333	1548	1556	1950	1500	1025
Sales—Technical/Scientific Degree	1	10	2000	2146	*	*	*	16	44	2120	2144	*	*	*
Totals	1034	2831						4093	10663					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 1/5/85 THROUGH 2/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 2/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	2	76	$1367	$2007	*	*	*	21	241	$1806	$2030	$2000	$1875	$1666
MBA (Non-Technical Undergraduate)	13	43	2148	2084	*	*	*	88	235	2199	2091	2625	2165	1830
MBA (Technical Undergraduate)	2	18	2103	2513	*	*	*	26	57	2494	2486	2910	2488	2041
MS-Business (incl Mgmt., Mktg., Finance, etc.)	6	13	2152	2222	*	*	*	25	42	2136	2192	2600	2100	1833
Industrial Mgmt. (incl. Industrial Admin.)	7	8	2380	2364	*	*	*	10	12	2371	2330	*	*	*
Administration (incl. Public, Hospital, etc.)	+	2	+	2404				4	14	2439	2263	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	10	+	1135				2	23	1417	1476	*	*	*
Social Sciences	+	2	+	1520				12	37	1603	1606	*	*	*
ENGINEERING														
Chemical	1	16	2667	2571	*	*	*	5	34	2375	2460	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	9	21	2591	2389	*	*	*	44	80	2346	2321	2800	2327	1833
Electrical (incl. Computer Engrg.)	17	49	2657	2766	*	*	*	89	252	2674	2703	2833	2683	2457
Industrial	+	6	+	2216				3	25	2527	2323	*	*	*
Mechanical	11	42	2602	2616	*	*	*	44	119	2585	2537	2800	2549	2400
Nuclear (incl. Engrg. Physics)	1	2	3041	2795	*	*	*	4	9	2711	2619	*	*	*
SCIENCES														
Chemistry	+	3	+	1945				+	9	+	1884			
Computer Science	5	27	2358	2296	*	*	*	43	117	2631	2449	3100	2600	2333
Geology & Related Geological Sciences	4	18	2700	2655	*	*	*	18	55	2415	2541	*	*	*
Mathematics	1	1	2783	2783	*	*	*	1	7	2783	2557	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	4	+	2539				+	16	+	2561			
Totals	79	361						439	1384					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 1/5/85 THROUGH 2/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 2/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	6	7	$2235	$2344	*	*	*	20	37	$2451	$2367	$3000	$2416	$1800
MBA - Tech Undergraduate	1	2	2125	2521	*	*	*	5	8	2574	2478	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	4	6	2349	2341	*	*	*	15	25	2615	2498	*	*	*
MBA - Tech Undergraduate	+	1	+	2666				2	3	2625	2638	*	*	*
Over 4 years														
MBA - Non-Tech Undergraduate	6	9	2413	2328	*	*	*	28	32	2564	2548	3917	2500	1800
MBA - Tech Undergraduate	1	4	2333	2562	*	*	*	5	10	2857	2660	*	*	*
Totals	18	29						75	115					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	5	20	$3441	$3353	*	*	*	7	38	$3172	$3343	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	5	+	2359				+	7	+	2471			
Electrical (incl. Computer Engrg.)	+	7	+	3227				11	25	3385	3395	*	*	*
Mechanical	+	7	+	3195				3	16	3158	3008	*	*	*
SCIENCES														
Chemistry	7	20	3204	2818	*	*	*	19	53	2918	2851	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	2	+	3374				4	6	2124	2541	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	3	4	2958	2843	*	*	*	5	12	2768	3109	*	*	*
Physics	1	4	3167	2733	*	*	*	7	16	3251	3085	*	*	*
Totals	16	69						56	173					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

FEBRUARY 1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1693 1750 1641	261	1437	2	1642	2	1688	7				
BUSINESS - GENERAL	1656	4	1509	7	1539	8	1603	4	1560	2	1563	5
MARKETING/DISTRIBUTN			1591	2	1317	8	1750	2	1900	1	1750	1
HUMANITIES					1145	5						
ECONOMICS												
OTHR SOCIAL SCIENCES			1600	1	1458	2	2750	1				

FEBRUARY 1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG	AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL						2260	17				
CHEMICAL						2375	4			2104	2
CIVIL -CNSTR/SAN/TRP	2475	1						2416	1	1952	11
ELECTRICAL -COMPTR	2086	2				2315 2430 2170	166	2366 2510 2195	22		
GEOLOGICAL											
INDUSTRIAL	2027	6	1410	1		2141	10	2350	9	2040	1
MECHANICAL						2288 2431 2150	51	2397 2527 2200	29	2257	6
METALLURGICAL						2345	3			2242	1
MINING											
NUCLEAR -ENGRG PHYS						2375	1				
PETROLEUM -NATL GAS											
ENGINEERING TECH			1410	2		2131	9	2400	1		

FEBRUARY 1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY							2117	2	2450	1		
COMPUTER SCIENCE	1888	6	1674	5	1605	3	2151 2470 1950	22	2666	2	2095	1
HEALTH (MED) PROFSNS												
MATHEMATICS									2252	1		
OTHR PHYSCL/EARTH SCI												

FEBRUARY 1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1837	2			1433	2	1888	4	1666	2	1781	5
BUSINESS - GENERAL	1250	2			1832	8	1866	5	1650	1	1850	1
MARKETING/DISTRIBUTN	2000	1			1766	2			1504	3	1750	1
HUMANITIES	1583	1	2416	1	1833	1						
ECONOMICS												
OTHR SOCIAL SCIENCES	2500	1										

FEBRUARY 1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85 PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2349 2458 2250	30					2402	7	2400	1	2365	8
CIVIL -CNSTR/SAN/TRP	2257	2									2344	3
ELECTRICAL -COMPTR	2389	6	2303	16			2440	5	2400	1	2535	4
GEOLOGICAL											2462	4
INDUSTRIAL	2361	3	2200	1	2316	2	2334	1	2099	1		
MECHANICAL	2352 2450 2292	21	2276	17	2383	3	2422	10	2404	10	2510	4
METALLURGICAL	2250	1	2241	2					2308	3		
MINING												
NUCLEAR -ENGRG PHYS			2308	1								
PETROLEUM -NATL GAS											2652	6
ENGINEERING TECH			2314	2	1916	1	2350	1	2099	1		

FEBRUARY 1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY	1709	5			1833	1						
COMPUTER SCIENCE	2211	8					2233	2	2110	1		
HEALTH (MED) PROFSNS												
MATHEMATICS												
OTHR PHYSCL/EARTH SCI												

FEBRUARY 1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING				1500 1		
BUSINESS - GENERAL						
MARKETING/DISTRIBUTN						
HUMANITIES					1000 1	1433 2
ECONOMICS						1333 1
OTHR SOCIAL SCIENCES				1667 1		1325 2

FEBRUARY 1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL	2400	1										
CHEMICAL			2340	1	2281	2	1813	3				
CIVIL -CNSTR/SAN/TRP	2083	1			1575	1			1626	4		
ELECTRICAL -COMPTR	2072	2	2312	1	2333	6	1939	15				
GEOLOGICAL												
INDUSTRIAL							1559	1				
MECHANICAL	2135	3			2262	7	1794	3				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS					2000	1						
ENGINEERING TECH					2167	1						

FEBRUARY 1985 MCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBUARY 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 01/05/85 THROUGH 02/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES							1500	1				
BIOLOGICAL SCIENCES												
CHEMISTRY									1917	1		
COMPUTER SCIENCE	2012	4	2150	1	2291	3	2340	1				
HEALTH (MED) PROFSNS												
MATHEMATICS												
OTHR PHYSCL/EARTH SCI												

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 01/05/85 THROUGH 02/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBUARY 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	2100	7	1417	1	2100	1			2333	1		
MBA - TECHNICAL	2166	1	2041	1								

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 01/05/85 THROUGH 02/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBUARY 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL	2300	2			2783	1						
MBA - TECHNICAL												

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 01/05/85 THROUGH 02/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBUARY 1985 MCPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL												
MBA - TECHNICAL												